

ABSTRACT OF THE DISCLOSURE

A method and system for negotiating improved terms for a product being purchased over the Internet. Once a purchaser has made a decision to buy a specific product over the Internet, the purchaser may use the services of a personal negotiating broker-agent program to beat the best available purchase transaction within a specifiable time window. The personal broker-agent program may detect an issuance of a commitment to purchase over the Internet by a purchaser. The personal broker-agent program may then make an offer to the purchaser the option of waiting a predetermined amount of time while the broker agent searches for improved items. On acceptance of the option by the purchaser, the personal broker-agent program may conduct an auction and/or search the Internet for a better deal and may evaluate the auction and/or search responses to determine the best deal. The personal broker-agent program may then execute the best deal. If the purchaser elects not to accept the option from the personal broker-agent program, then the purchaser may execute the commitment to purchase transaction without delay.

09613339 "07" 1.000